

FAX# 703 528 7880
CREDIT RISK !!!
HARRIS REPORT FROM REP
OCT31/12 10.19
CHANGES
*** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____

BUYER NAME MEDIA PLACEMENT

SALES PRSN WA- JOE KNAUER

	CLASS: NATL.	LOCAL	REGIONAL
1. <i>Chrysomelidae</i>	10	10	10
2. <i>Curculionidae</i>	10	10	10
3. <i>Chrysomelidae</i>	10	10	10
4. <i>Chrysomelidae</i>	10	10	10
5. <i>Chrysomelidae</i>	10	10	10
6. <i>Chrysomelidae</i>	10	10	10
7. <i>Chrysomelidae</i>	10	10	10
8. <i>Chrysomelidae</i>	10	10	10
9. <i>Chrysomelidae</i>	10	10	10
10. <i>Chrysomelidae</i>	10	10	10
11. <i>Chrysomelidae</i>	10	10	10
12. <i>Chrysomelidae</i>	10	10	10
13. <i>Chrysomelidae</i>	10	10	10
14. <i>Chrysomelidae</i>	10	10	10
15. <i>Chrysomelidae</i>	10	10	10
16. <i>Chrysomelidae</i>	10	10	10
17. <i>Chrysomelidae</i>	10	10	10
18. <i>Chrysomelidae</i>	10	10	10
19. <i>Chrysomelidae</i>	10	10	10
20. <i>Chrysomelidae</i>	10	10	10
21. <i>Chrysomelidae</i>	10	10	10
22. <i>Chrysomelidae</i>	10	10	10
23. <i>Chrysomelidae</i>	10	10	10
24. <i>Chrysomelidae</i>	10	10	10
25. <i>Chrysomelidae</i>	10	10	10
26. <i>Chrysomelidae</i>	10	10	10
27. <i>Chrysomelidae</i>	10	10	10
28. <i>Chrysomelidae</i>	10	10	10
29. <i>Chrysomelidae</i>	10	10	10
30. <i>Chrysomelidae</i>	10	10	10
31. <i>Chrysomelidae</i>	10	10	10
32. <i>Chrysomelidae</i>	10	10	10
33. <i>Chrysomelidae</i>	10	10	10
34. <i>Chrysomelidae</i>	10	10	10
35. <i>Chrysomelidae</i>	10	10	10
36. <i>Chrysomelidae</i>	10	10	10
37. <i>Chrysomelidae</i>	10	10	10
38. <i>Chrysomelidae</i>	10	10	10
39. <i>Chrysomelidae</i>	10	10	10
40. <i>Chrysomelidae</i>	10	10	10
41. <i>Chrysomelidae</i>	10	10	10
42. <i>Chrysomelidae</i>	10	10	10
43. <i>Chrysomelidae</i>	10	10	10
44. <i>Chrysomelidae</i>	10	10	10
45. <i>Chrysomelidae</i>	10	10	10
46. <i>Chrysomelidae</i>	10	10	10
47. <i>Chrysomelidae</i>	10	10	10
48. <i>Chrysomelidae</i>	10	10	10
49. <i>Chrysomelidae</i>	10	10	10
50. <i>Chrysomelidae</i>	10	10	10
51. <i>Chrysomelidae</i>	10	10	10
52. <i>Chrysomelidae</i>	10	10	10
53. <i>Chrysomelidae</i>	10	10	10
54. <i>Chrysomelidae</i>	10	10	10
55. <i>Chrysomelidae</i>	10	10	10
56. <i>Chrysomelidae</i>	10	10	10
57. <i>Chrysomelidae</i>	10	10	10
58. <i>Chrysomelidae</i>	10	10	10
59. <i>Chrysomelidae</i>	10	10	10
60. <i>Chrysomelidae</i>	10	10	10
61. <i>Chrysomelidae</i>	10	10	10
62. <i>Chrysomelidae</i>	10	10	10
63. <i>Chrysomelidae</i>	10	10	10
64. <i>Chrysomelidae</i>	10	10	10
65. <i>Chrysomelidae</i>	10	10	10
66. <i>Chrysomelidae</i>	10	10	10
67. <i>Chrysomelidae</i>	10	10	10
68. <i>Chrysomelidae</i>	10	10	10
69. <i>Chrysomelidae</i>	10	10	10
70. <i>Chrysomelidae</i>	10	10	10
71. <i>Chrysomelidae</i>	10	10	10
72. <i>Chrysomelidae</i>	10	10	10
73. <i>Chrysomelidae</i>	10	10	10
74. <i>Chrysomelidae</i>	10	10	10
75. <i>Chrysomelidae</i>	10	10	10
76. <i>Chrysomelidae</i>	10	10	10
77. <i>Chrysomelidae</i>	10	10	10
78. <i>Chrysomelidae</i>	10	10	10
79. <i>Chrysomelidae</i>	10	10	10
80. <i>Chrysomelidae</i>	10	10	10
81. <i>Chrysomelidae</i>	10	10	10
8			

CLASS: NATL.

(LINE, ORDER, INVOICE)

1000

DATE OCT31/12 10.19

TO IAN
FR JULIE
OK'D M3
PLS CFM, THX 10/31

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ELECTRONIC INVOICES ARE TO BE SENT TO AGENCY
TELEVISION INVOICES IDB#9914019

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS:
: LINE# :	:	:	:	:	:	:	: DATE :	: DATE :	: /WK :	: INVT :	:	: SPTS:
AGENCY ADVERTISER												

AGENCY ADVERTISER CODE = 321
AGENCY PRODUCT CODE = 340
AGENCY EST# = 1790

9	S	600P-630P	60	\$7,000.00	11/4	11/4	0	SUN	0
PROGRAM : NEWS									
CON COM1 : NEWS									

20	A	600P-700P	60	\$7,000.00	11/4	11/4	1	SUN	1
PROGRAM : NEWS ORD COM1: NEWS WILL AIR 6-7P ON SUNDAY 11/4 THIS IS A MAKE-GOOD FOR NOV4 ON LINE-9 FOR 1 SPOT/WK									

REP: TEL# 703 528 7800FAX# 703 528 7880

REP HEADLINE# 6387613TRF# 338079

CREDIT ADVISORY: AGENCY CREDIT RISK !!

\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

ORDER WORKSHEET

HARRIS REPORT FROM REP

OCT31/12 10.19

CHANGES *** WFTV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:	LINE#	:	:	:	:	:	DATE	DATE	:	:	:	SPTS:

STATION MAKEGOOD OFFERS:

M3OK'DBUY#9

MISSED: SUN/600P-630PNOV460S\$7,000.00(OCT30/12)

OFFER: SUN/600P-700PNOV460S\$7,000.00PLS ADVISE.

CMT: NEWS WILL AIR 6-7P ON SUNDAY 11/4

NOV/1280700.00

CONTRACT TOTAL80700.00

TOTAL SPOTS18

MARKET TOTALS \$263,698

WFTV 31%WKMG 8%WESH 26%WOFL 10%WKCF 6%WRBW 5%CABL 0%

WOPX 0%WRDQ 14%EFTV 0%

SVC- NSI

DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE